



Benefits from the U.S.-Korea Trade Agreement

Utah

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The U.S.-Korea Trade Agreement (KORUS) Will Help Grow the U.S. Economy & Support U.S. Jobs

The impact of the eliminations of tariffs and related barriers is estimated to increase U.S. GDP by nearly \$12 billion and U.S. goods exports by nearly \$11 billion annually. Adding to this would be new exports of U.S. services, where U.S. firms exported \$12.6 billion to Korea in 2009. Together, these export opportunities support the President's National Export Initiative goal of doubling exports by 2015.

KORUS is Essential to Ensuring U.S. Competitiveness in Korea and Throughout Asia

Ten years ago, the United States was the top exporter to Korea providing one-fifth of all Korean imports; now we are in third place with less than 10% market share.

- U.S. exporters to Korea currently pay an average 6.2 percent tariff, or nearly \$1.3 billion a year, to Korea through tariffs on industrial goods.
- Korean exporters to the United States currently face an average 2.8 percent tariff.
- On the first day of the European Union (EU) - Korea FTA, 85% of Korean tariffs on EU products will go to zero.
- Chinese products in Korea benefit from lower transportation and labor costs.

Implementing KORUS can help U.S. businesses and their workers stem this downward slide by making U.S. products more competitive in the Korean market.

- Tariff elimination for over 95 percent of U.S. exports of consumer and industrial products within five years.
- Tariff elimination for nearly two-thirds of U.S. agricultural exports immediately on entry into force.
- Significant new market access for U.S. service suppliers.
- Extensive elimination of non-tariff barriers, including in the autos sector.
- Tariff eliminations and strong transparency obligations will facilitate SME exports.

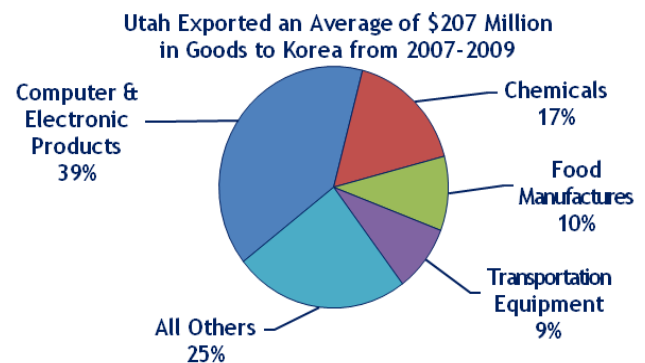
Utah Depends on World Markets

Utah's export shipments of merchandise in 2009 totaled \$10.3 billion. This is a seventy percent increase over the 2005 level of \$6.1 billion, the second largest percentage gained over that time period.

- Exports of manufactured goods support an estimated 51,000 jobs in Utah. (2008 data are the latest available.)
- More than one-seventh (15.1 percent) of all manufacturing workers in Utah depend on exports for their jobs.
- A total of 2,625 companies exported goods from Utah locations in 2008.
- 2,263 or eighty-six percent of Utah exporting firms were small and medium-sized enterprises (SMEs), with fewer than 500 employees.
- SMEs generated fourteen percent of Utah's total exports of merchandise in 2008.

Trade Works for Utah

Recently implemented trade agreements have benefited Utah. In the first five years (2005-2009) of the U.S.-Australia trade agreement, Utah's exports to Australia increased 145 percent. Since the U.S.-Singapore trade agreement entry into force in 2004, Utah's exports to Singapore have grown by 559 percent. KORUS can similarly benefit Utah.



Source: U.S. Department of Commerce, International Trade Administration

KORUS Opens New Markets for Key Utah Exports

Computers and Electronics Products – Computers and electronics products accounted for an average of \$82 million per year of the Utah's merchandise exports to Korea in 2007-2009. Top U.S. exports in this sector included digital integrated circuitry, semiconductors, semiconductor manufacturing equipment, telecommunications equipment, radio and television parts, static converters, and magnetic tape. Korean tariffs range between zero and 13 percent. KORUS improves market access for computers and electronics products. With the immediate removal of many of these tariffs, U.S. exports will become much more competitive and affordable to Koreans.

Chemicals Manufactures – Chemicals manufactures accounted for an annual average of \$35 million of Utah's merchandise exports to Korea in 2007-2009. U.S. exporters of chemicals and related products, including pharmaceuticals, cosmetics, fertilizers, inorganic chemicals, organic chemicals, plastics, and agro-chemicals, will benefit from KORUS tariff reductions. Fifty-one percent of U.S. chemicals exports by value will receive duty-free treatment immediately upon entry into force of the agreement, with the remaining tariffs phased out within 10 years. Tariffs on high-trade U.S. products such as silicon and certain plastics articles will be eliminated immediately upon implementation of the Agreement. Current Korean chemicals tariffs average 6 percent and can be as high as 50 percent.

Processed Foods – Utah exported an average of \$21 million annually in processed food products to Korea in 2007-2009. KORUS, when implemented, will stimulate new opportunities for Utah businesses in this sector. Korea is a growing market for consumer-oriented foods, creating new opportunities for U.S. exports of snack foods, cheese, and juices. KORUS will enhance these opportunities by eliminating tariff and non-tariff barriers that currently hamper exports of U.S. food and consumer products to Korea. Many processed food products will receive immediate duty-free treatment such as frozen french fries and all other processed food tariffs will be eliminated in five years or less.

KORUS Creates Opportunities for Utah's Agriculture

Utah's agricultural exports to all countries, estimated at \$579 million in 2009, supported over 4,600 jobs, on and off the farm. These export sales make an important contribution to the Utah farm economy, which had total cash receipts of \$1.2 billion in 2009. KORUS eliminates tariffs and other barriers on most agricultural products, increasing export opportunities for U.S. agricultural products like those produced in Utah such as beef, dairy, and pork. With immediate elimination of duties on nearly two-thirds of U.S. agricultural exports to Korea, KORUS gives U.S. exporters improved access to the Korean market for many of the products that have been highly protected.

For more information on agricultural exports and KORUS, see the fact sheets posted by the U.S. Department of Agriculture at: <http://www.fas.usda.gov/itp/us-koreata.asp>

All state export data in this report are based on the Origin of Movement (OM) series. This series allocates exports to state based on transportation origin, i.e., the state from which goods began their journey to the port (or other point) of exit from the United States. The transportation origin of exports is not always the same as the location where the goods were produced. Thus conclusions about "export production" in a state should not be made solely on the basis of the OM state export figures.

Sources: Bureau of the Census, U.S. Department of Commerce, Origin of Movement Series; U.S. Department of Agriculture.

Prepared by the U.S. Department of Commerce, International Trade Administration.